

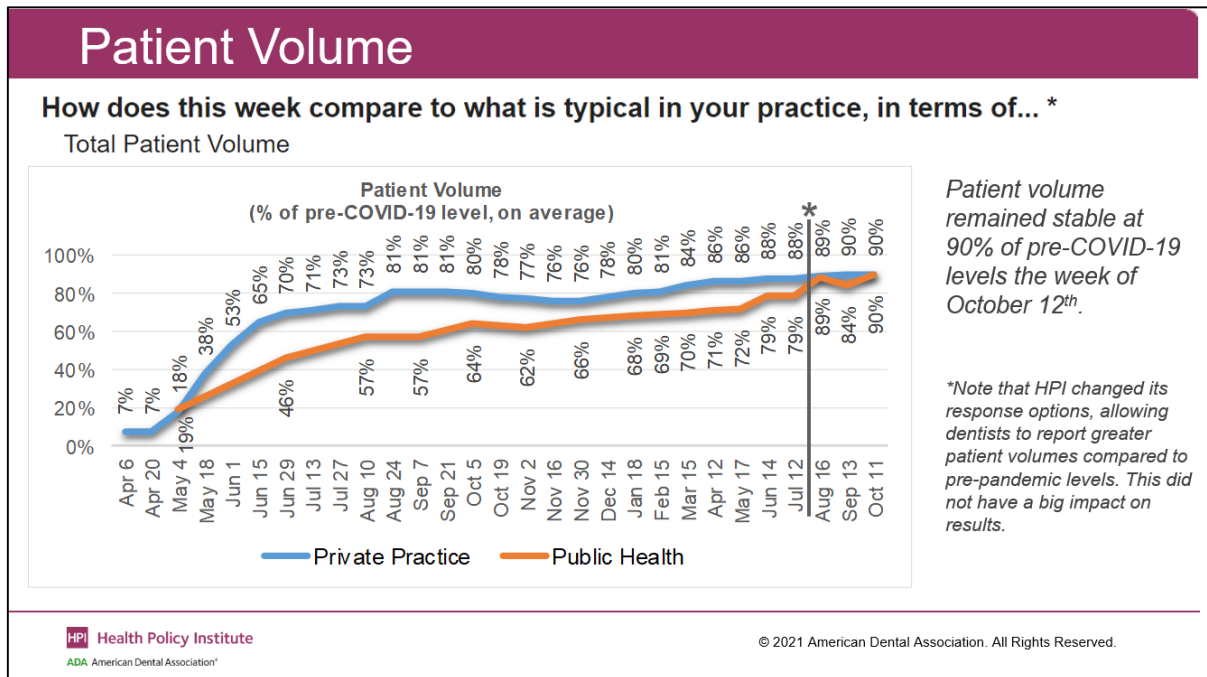
November 29, 2021

Dear Colleague:

On behalf of our 162,000 members, the American Dental Association would like to revisit an important issue we first brought to the industry’s attention in April 2020 when the American Dental Association (ADA) issued a statement on costs associated with increased standards for personal protective equipment (PPE) in response to the COVID-19 public health emergency.

What is now becoming evident is that the data is bearing out what we feared would occur—dental offices have seen a dramatic increase in the cost of doing business while patient volumes have yet to fully recover. The below snapshot of data shows findings from the ADA’s Health Policy Institute (HPI), which launched an innovative monthly tracking poll in March 2020 to better understand the ongoing impact of the public health crisis on dental practices.

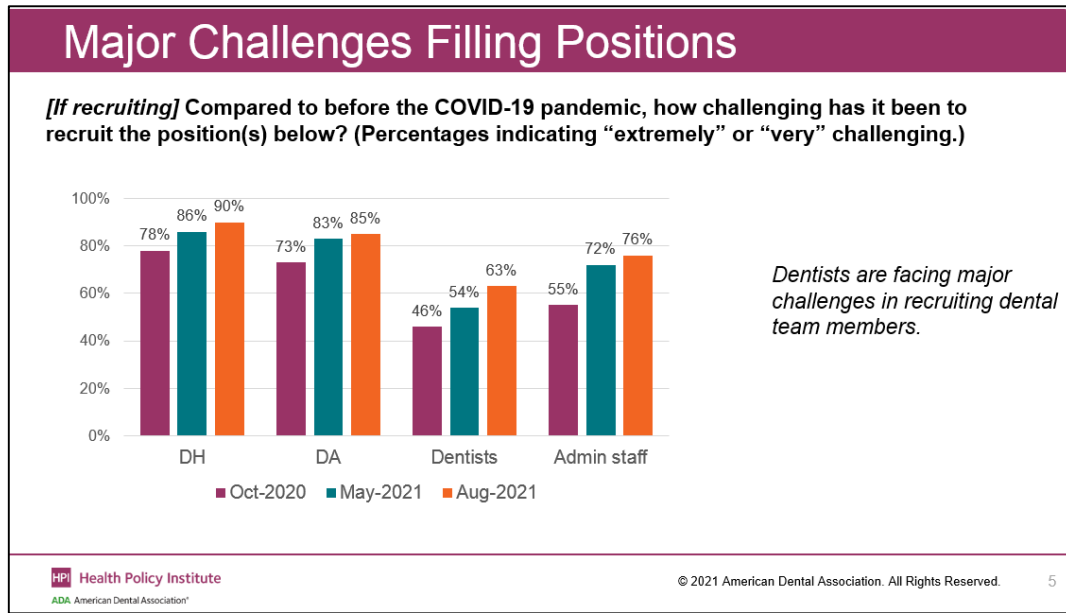
This info graphic from HPI indicates that patient volume also remains significantly below those pre-pandemic levels through the end of 2020. The growth seen in 2021 has been nominal—and the industry has yet to experience a full recovery. Even as of October 11th, 2021 more than a third of practices reported lower patient volume with collections remaining at 90% of pre-pandemic levels.



Source:

<https://surveys.ada.org/reports/RC/public/YWRhc3VydmV5cy02MTY4N2Y1ZjJjNDVhNjAwMTE3NmJlYmUtVVJfM3BaeGhzWm12TnNMdjB4> (10/2021)

Further, dentists are facing significant challenges recruiting team members as evidenced by the HPI survey.



As these findings show, there are many dental offices that continue to struggle to recover from the economic impacts of the pandemic. Therefore, the ADA is asking dental plans to consider these increases in dental office overhead and provide an opportunity for offices to meaningfully discuss fees with you.

We thank you for allowing us to bring these important considerations to your attention. Please contact Dr. Krishna Aravamudhan at 312-440-2772 with any questions or comments.

Sincerely,

Kevin W. Dens, DDS
Chair, Council on Dental Benefit Programs

Cc: Council on Dental Benefit Programs
Dr. Krishna Aravamudhan, senior director, Center for Dental Benefits, Coding and Quality